

## Letter from Gardiner Greene Hubbard to Alexander Graham Bell, March 5, 1878, with transcript

L. 1878 Bell Telephone G.G.H. to A.G.B. Mch.5 Wash Financial

I received yesterday your letter of Feby. 20th in regard to Varley and your English Company. — I should not have written to you in regard to my own affairs if I had not supposed your English Company was afloat and some money paid to you. My affairs are looking much better and a day or two will now decide and if in my favor, as I think will be the case, I shall cable you to relieve you from anxiety permanently on my account. Please tell me what your cable address is. Will not "Telephone Bell, London" answer? We have made no arrangement with the West. Union Tel. Co. as I was not satisfied with any of their propositions, — I did not fancy giving every an thing up to them. — Our agents are generally doing well, my great trouble is with Mr. Sanders, who has not ability enough to 2 Sanders carry on his end of the business. He has no pluck, is easily frightened, and wants to sell out at almost any price that he can get.

I am now trying to make a definite arrangement either to have him give up his other business, put his capital into Bell Telephone and devote all his time to its service; or else allow me to find a person who will do it.

The West. Union do not seem to have any well defined policy, they have put out a few telephones in widely different parts of the country, but I don't believe they have rented fifty.

With love to you and Mabel and a lighter heart than I had a week ago